

## Message Text

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ACTION NEA-10

INFO OCT-01 ISO-00 EB-07 /018 W  
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R 051251Z DEC 76

FM AMEMBASSY KUWAIT

TO SECSTATE WASHDC 6772

INFO USDOC WASHDC

C O N F I D E N T I A L KUWAIT 5630

NEA/ARP FOR LYLE

E.O. 11652: GDS

TAGS: BEXP, KU

SUBJ: PRODUCT OPPORTUNITY - PARTOL BOATS

REF: STATE 290018

1. AFTER CONSIDERABLE EMBASSY PRODDING, COMMANDER OF KUWAIT'S NAVY-TO-BE, HABIB AL-MAIL, AGREED TO SEE PRESENTATION BY TACOMA BOAT'S VP KANE MORNING OF NOVEMBER 30, EVEN THOUGH THIS BEGINNING OF 5-DAY KUWAITI RELIGIOUS HOLIDAY. (MAIL WAS TIED UP 29TH WATCHING PRESENTATION BY COMPETING FRENCH PATROL BOAT BUILDER AND DECEMBER 4-5 BY UK COMPETITORS). EMBASSY PROVIDED KANE WITH REQUESTED 16 MM MOVIE PROJECTOR AND 35 MM SLIDE PROJECTOR, AND CHARGE, POLITICAL AND ECONOMIC OFFICERS ACCOMPANIED KANE TO PRESENTATION, WHICH WAS ATTENDED BY MAIL PLUS TWO NAVAL ADVISORS SECONDED FROM PAKISTANI NAVY AND RECENTLY ARRIVED UK ROYAL NAVY COMMANDER ADVISING KUWAITI NAVY.

2. MORNING MEETING WAS FOLLOWED BY ONE TO DISCUSS PRICE IN EVENING (WITHOUT BRITISH ADVISOR OR EMBOFF BUT WITH IMPORTANT LONDON BASED KUWAITI PURCHASING AGENT, MUHAMMAD KHALAF). AFTER THIS MEETING KANE TOLD EMBOFF HE FELT MEETINGS HAD GONE WELL AND SAID IT WAS AGREED THAT TACOMA BOAT WOULD PROVIDE "MAXI SPECS" TO GOK BY END OF DECEMBER THROUGH KUWAIT EMBASSY WASHINGTON. KANE EXPRESSED UNHAPPINESS AT PRESENCE UK ADVISOR ON MINISTRY OF DEFENSE PATROL BOAT SELECTION PANEL, WHICH HE SAID WOULD ALMOST CERTAINLY LEAD TO COPIES OF TACOMA'S PROPOSAL BEING GIVEN TO ITS UK COMPETITORS.

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3. FYI: AFTER KANE'S MORNING PRESENTATION MAIL ASKED EMBOFF WHETHER EMBASSY HAD RECEIVED LETTER FROM DEFENSE MINISTRY RE ARMING PATROL BOATS WITH HARPOON. EMBOFF REPLIED HE KNEW OF NO EXCHANGE OTHER THAN OUR (NEGATIVE) RESPONSE OF SOME TIME AGO ON SUBJECT. MAIL'S CURRENT INTEREST IN HARPOON MAY NOT BE ENOUGH TO PRODUCE ANOTHER KUWAITI INQUIRY ON SUBJECT, AND CERTAINLY NOT IF KUWAITIS OPT FOR FRENCH PATROL BOATS TO GO WITH FRENCH EXOCET MISSILES WHICH KANE STATES KUWAITIS HAVE SPECIFIED IN CALL FOR BIDS. IF THEY CHOOSE TAKOMA-BUILT CRAFT, WE SHOULD BE PREPARED FOR ANOTHER REQUEST FOR HARPOON. KANE HAS TOLD EMBASSY THAT MAIL IS STILL VERY INTERESTED IN HARPOON AND THAT MAIL CLAIMS TO KNOW THAT HARPOON WILL BE MADE AVAILABLE TO SAUDI ARABIA SHOULD IT WANT WEAPON. COMMENT: KANE HAS BARELY CONCEALED INTEREST IN USG PERMITTING HARPOON SALE TO GOK: HE BELIEVES TACOMA BOAT'S CHANCES OF WINNING KUWAITI SALE WOULD BE HIGHER IF HARPOON WERE AVAILABLE AS ARMAMENT. END FYI.

4. KANE HAS ARRANGED FOR MAXI SPECS TO BE TRANSMITTED TO MAIL THROUGH KUWAIT EMBASSY WASHINGTON DECEMBER 23, SO AS TO REACH KUWAIT BY END OF MONTH DEADLINE FOR SPECS. AT EMBASSY'S SUGGESTION KANE WILL ASK USDOC (CAGNE) OR ARP TO POUCH BACK-UP SECOND SET TO EMBASSY FOR TRANSMITTAL TO MAIL. SUTHERLAND

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